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OCT 11 1991
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BUSINESS DEVELOPMENT SEMINAR

Once again the Corporation of the City of Hamilton and the Hamilton Area B.I.A.'s are sponsoring the Business Development Seminar on October 22, 1991 at the Hamilton Convention Centre.

This year's theme is "Steering your Business in the 90's". You will be listening to leading experts in the fields of advertising, customer service, employee benefits, training and financial management as they give your proven practical ideas designed to make your business more profitable as soon as you leave the seminar.

For more information see the enclosed flyer or contact the B.I.A. office (544-5822). Register early for this informative one day seminar!

'A Capital Idea'

COMMUNITY SPIRIT

As you all know there was a fire on Wednesday September 11, at Eddie's Meat & Deli. Your B.I.A. board of directors quickly came to the rescue by organizing a fire fund and clothing drive for the tenants that lived above the deli.

We were overwhelmed by the response from the members of the community. All the fire victims have been taken care of, with clothes, food and shelter. On behalf of these people and your board of management, Thank you.

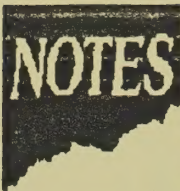
Hopefully Eddie's will soon be rebuilt and we can welcome them back to Ottawa Street.

WELCOME

On behalf of the Ottawa Street B.I.A. board of management and staff I would like to welcome the following new business to Ottawa Street:

*International Fabric Liquidators 226 Ottawa Street North

We look forward to working with our new members in all future B.I.A. endeavours.



On September 1st 1991 the by-law concerning corrugated paper and cardboard was changed, so that no cardboard can be dumped from lugger bins into the landfill sites of Hamilton Wentworth.

Because the B.I.A. street cleaner uses a lugger bin at A & B Catering, (which does not allow cardboard) please do not use the litter containers on the street to dispose of your cardboard. If you put cardboard out on garbage day with the rest of your garbage the City will pick it up.



THE ENVIRONMENT & YOU

Energy Efficient Lighting Programme

This programme offered by Ontario Hydro gives financial incentive to replace existing lighting with energy efficient alternative in commercial and industrial buildings.

It's important to recognize that energy-efficient lighting systems produce the same level of

illumination, yet last longer, require less maintenance, and use significantly less electricity. In addition to the lower installation costs as a result of their financial incentives, customers benefit by:

- *lower electricity costs
- *lower maintenance costs
- *lower air conditioning bills because less heat is generated by energy efficient lamps
- *maintaining or improving the quality of existing lighting and
- *providing a more productive work environment

New construction projects, including expansions, do not qualify for the programme, but may qualify under the Saving By Design programme. This programme is of particular interest to lighting contractors, manufacturers, building specifiers, owners and managers.

Incentive Options

All work must be completed within 18 months from the date of approval to receive an incentive.

Option 1: Cash incentive paid after the work is complete. The minimum incentive is \$100.

Option 2: 0% interest loan, or 0% lease, through the EnerMark Business

Finance Plan. This covers the total cost of the lighting retrofit, including labour, and installation if done by an outside contractor. The term is established so that the interest is paid by Ontario Hydro is equivalent to the incentive amount in Option 1. The minimum loan is \$10,000. and minimum lease is \$25,000.

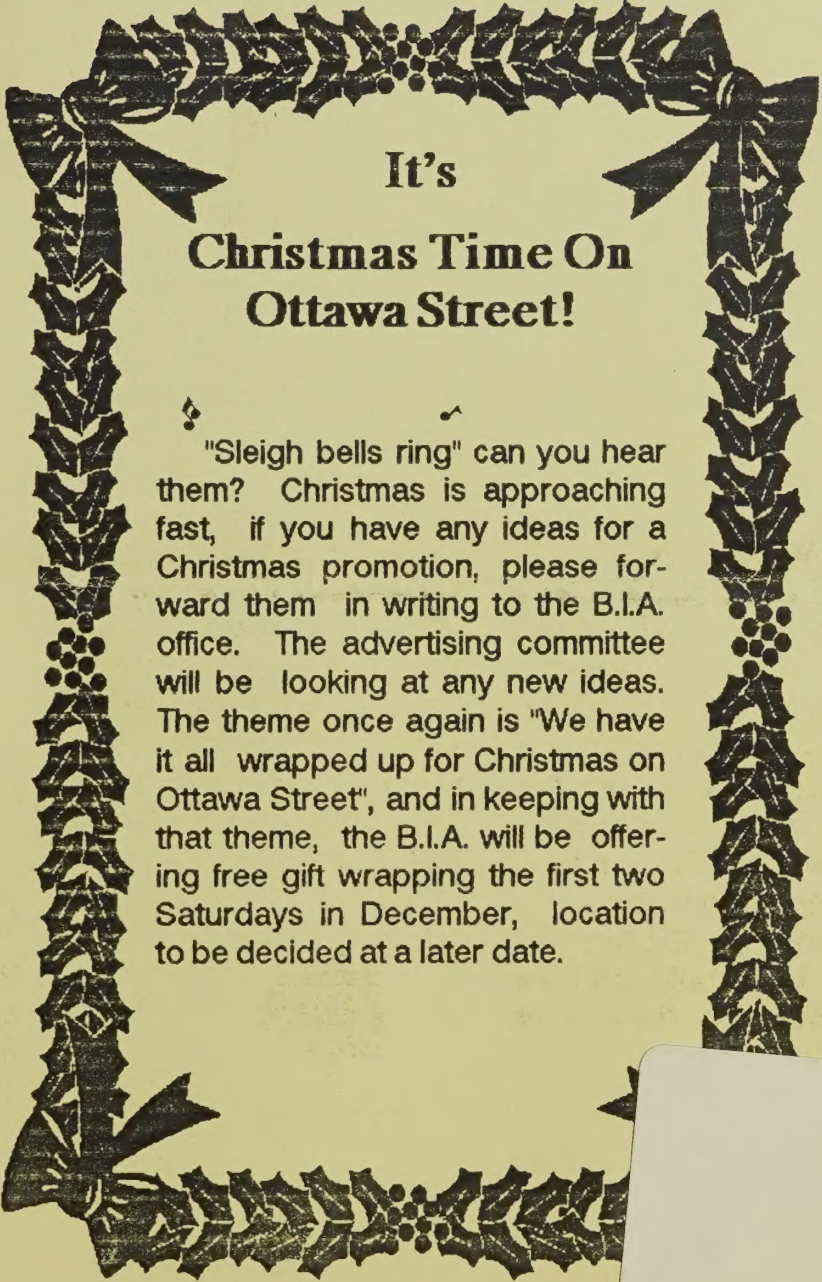
For more information on lighting and energy efficient savings contact Ontario Hydro at Suite 400, 1001 Champlain Ave., Burlington, Ontario, L7L 5Z4, (416) 332-2500.

ELECTIONS

As was mentioned in the last issue of the Capital this will be an election year for the City and the B.I.A. If you are interested in becoming a board member, please contact the B.I.A. office (544-5822).

Many of our members wish to retire this year and we will need some "new blood".

If you would like to attend a meeting to see what goes on, the next board meeting will be on October 9, at 6:00 p.m. Please contact Kim or Teri at the B.I.A. office (544-5822) so that an agenda can be prepared for you.



It's Christmas Time On Ottawa Street!

"Sleigh bells ring" can you hear them? Christmas is approaching fast, if you have any ideas for a Christmas promotion, please forward them in writing to the B.I.A. office. The advertising committee will be looking at any new ideas. The theme once again is "We have it all wrapped up for Christmas on Ottawa Street", and in keeping with that theme, the B.I.A. will be offering free gift wrapping the first two Saturdays in December, location to be decided at a later date.

COMMENTS

We welcome any comments you may have about your newsletter. If you would like any additional information about any item in the Capital, please contact the B.I.A. office. If you have any information that you feel should be included in the newsletter, please submit in writing to: 208 - 329 Ottawa Street North, Hamilton,

**HAVE A SAFE AND HAPPY
THANKSGIVING!!**

